Appendix for Contract Negotiation Techniques

Table of Contents

Appendix	Title			
A	Class Schedule			
В	Used Car Case			
С	Win as Much as You Can Exercise			
D	Protecto Case			
Е	Student Groundrules			
F	Observer Handout			
G	Preparation Handout			
Н	Scan Case			
I	Case Discussion Handout			
J	Coburn-Callaway Case			
K	Airmac Case			